

## Message Text

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22

ACTION NEA-10

INFO OCT-01 ISO-00 AID-05 MMO-01 COME-00 EB-07 A-01 SS-15

SP-02 ABF-01 /043 W

----- 035281

R 070640Z JUL 76

FM AMEMBASSY MUSCAT

TO SECSTATE WASHDC 2259

INFO AMEMBASSY ABU DHABI

AMEMBASSY DOHA

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

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E.O. 11652: N/A

TAGS: BEXP MU

SUBJECT: ESTABLISHMENT OF REGIONAL ATTACHE FOR TECHNICAL SERVICES

POSITION IN GULF

REF: STATE 163344

1. EMBASSY BELIEVES THAT REGIONAL DEVELOPMENT ATTACHE WITH EXPERIENCE IN U.S. PRIVATE SECTOR WOULD BE USEFUL IN SPURRING SALES OF U.S. TECHNOLOGY AND SERVICES IN THE GULF. OMAN WILL REQUIRE SUBSTANTIAL AMOUNT OF TECHNICAL ASSISTANCE FOR FORESEEABLE FUTURE, AND SELECTIVE AID SPONSORSHIP COULD HELP U.S. CONSULTANTS GAIN ENTRY INTO AREAS WHICH WOULD OTHERWISE BE FILLED BY EUROPEAN FIRMS. EFFORTS OF REGIONAL ATTACHE SHOULD BE CLOSELY TIES TO DEVELOPMENT PRIORITIES LISTED IN OMAN'S FIVE YEAR PLAN, WHICH MAY BE PUBLISHED THIS SUMMER OR FALL.

2. ANSWERS TO QUESTIONS POSED IN REFTEL:

A. EITHER KUWAIT OR MANAMA ACCEPTABLE.

B. WHETHER ATTACHE IS FSR-2 OR FSR-3 WOULD BE IMMATERIAL

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TO HIS EFFECTIVENESS IN OMAN. WHAT WILL COUNT IS HIS

DEMONSTRATED COMPETENCE AND DETAILED KNOWLEDGE OF  
WHAT U.S. TECHNOLOGY HAS TO OFFER IN OMANI CONTEXT.

C. OMAN GOVERNMENT WOULD PROBABLY HAVE NO DIFFICULTIES  
IN ACCEPTING ACCREDITATION OF AID ATTACHE. IT SHOULD BE  
MADE CLEAR FROM THE BEGINNING THAT RESPONSIBILITIES OF  
ATTACHE WOULD GENERALLY REFER TO REIMBURSABLE TECH-  
NICAL ASSISTANCE RATHER THAN GRANTS OR SOFT LOANS  
FOR PROJECTS.

D. REGIONAL DEVELOPMENT ATTACHE WOULD COMPLEMENT  
RATHER THAN CONFLICT WITH WORK OF EMBASSY ECONOMIC/  
COMMERICAL SECTION AS LONG AS HE PAID PRIMARY ATTENTION  
TO DEVELOPMENT OF TECHNICAL AND CONSULTING SERVICES.  
ATTACHE COULD FOLLOW UP ON AREAS IDENTIFIED BY LOUIS BERGER  
TEAM. WE RECOMMEND THAT ATTACHE AVOID BECOMING TOO CLOSELY  
INVOLVED WITH PLANNING OR MANAGEMENT OF INDIVIDUAL PROJECTS  
IN OMAN, SINCE THIS COULD CONFLICT WITH EFFORTS OF U.S. PRIVATE  
SECTOR.

E. AT PRESENT, PRIVATE AMERICAN FIRMS IN OMAN ARE  
PERFORMING CONSULTING SERVICES FOR OMANGOV IN AREAS  
OF FINANCE, ROADS, AGRICULTURE AND PETROLEUM DEVEL-  
OPMENT, WHILE FAA HAS ASSISTANCE CONTRACT WITH  
DIRECTORATE GENERAL OF CIVIL AVIATION. WE RECOMMEND  
THAT DEVELOPMENT ATTACHE GIVE RELATIVELY LITTLE EMPHASIS  
TO THESE SECTORS, WHILE SPENDING MORE TIME ON INDUS-  
TRIAL DEVELOPMENT, MANPOWER DEVELOPMENT, TOWN PLAN-  
NING, AND OTHER SECTORS NOT COVERED BY U.S. CONSULTING  
FIRMS. A DEVELOPMENT ATTACHE SHOULD TAKE PARTICULAR  
CARE IN AVOIDING OVERLAP WITH U.S. BUSINESS, SINCE  
(AS LOUIS BERGER REPORT NOTES) SOME AMERICAN COMPANIES  
HAVE EXPRESSED RESERVATIONS ABOUT FUTURE AID ACTIVITIES  
IN THE GULF.

F. BELIEVE WE CAN PROVIDE FROM PRESENT STAFF  
ADEQUATE ADMINISTRATIVE SUPPORT FOR ATTACHE'S WORK  
WHILE IN OMAN, AT LEAST FOR FORESEEABLE FUTURE.

G. WE SUGGEST INITIAL PERIOD OF TDY ASSIGNMENT ON  
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ROTATION AMONG POSTS, FOLLOWED BY PERMANENT ASSIGN-  
MENT IF WORKLOAD INCREASES AND OPPORTUNITIES FOR CON-  
SULTING CONTRACTS MATERIALIZE.  
WOLLE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 JUL 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** ElyME  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
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**Disposition Reason:**  
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**Office:** ACTION NEA  
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**Original Previous Classification:** n/a  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ESTABLISHMENT OF REGIONAL ATTACHE FOR TECHNICAL SERVICES POSITION IN GULF  
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**To:** STATE  
**Type:** TE  
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